

## Message Text

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PAGE 01 QUITO 02053 251817Z

46

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 USIA-15 SP-02 PER-03 MMS-04

ABF-01 /043 W

----- 092561

P R 251635Z MAR 75

FM AMEMBASSY QUITO

TO SECSTATE WASHDC PRIORITY 4921

INFO AMCONSUL GUAYAQUIL

UNCLAS QUITO 2053

FOR COMMERCE/BIC/LAD/THOMAS BREWER

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: DRAFT FY 77 COUNTRY COMMERCIAL PROGRAM: SUMMARY OF  
RESOURCE ALLOCATION

REF: A. STATE A-9016 B. QUITO 1831 C. STATE 063464

1. FOLLOWING STATISTICS AREEE BASED ON 215 MAN-DAYS/YEAR FOR 5 FSOS,

1 FSL(P), AND 1 FSL(C) IN QUITO; AND 1 FSO, 2 FSL(P)S, AND 1 FS  
L(C)

IN GUAYAQUIL. NOT INCLUDED ARE ONE TEMPORARY-HIRE FSL(C) PRESENTLY  
WORKING AT EACH POST, AND ONE FSS SECRETARY IN QUITO ECONOMIC UNIT  
WHO IS NOT INVOLVED IN COMMERCIAL OPERATIONS.

2. SECTION IV, SUMMARY OF RESOURCE ALLOCATION:

MAN-DAYS	DIRECT COSTS
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FSO	FSL(P)	FSL(C)	TRVL	REP	P&M	OTHER
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A. PRODUCT CAMPAIGNS:

1.1 ENERGY GENERATING,

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PAGE 02 QUITO 02053 251817Z

TRANSMISSION, SWITCH

EQUIPMENT	20	15	20	50	175	150	0
1.2 CONSTR. EARTHMOVING							
& MINING EQUIP.	20	20	20	50	175	150	0
1.3 METALWORKING &							
FINISHING EQUIP.	35	30	30	80	425	500	0
1.4 AGRICULTURAL							
EQUIPMENT	25	20	20	25	225	150	0
1.5 CHEMICAL PROCESS/							
PLASTICS EXTRUSION							
EQUIPMENT	20	15	20	50	250	150	0
1.6 GENERAL PROMOTION							
(GUAYAQUIL TRADE							
FAIR)	30	10	30	0	0	160	0
TOTALS:	150	110	140	255	1,250	1,260	0

TOTAL COST: \$2,765

#### B. OTHER PRIORITY PROJECTS:

2.1. IMPROVE COM'L	8	20	25	0	0	50	3,000
(ACQUI-							
SITION)							
2.2 ECUADOREAN-AMERICAN	7	2	3	40	96	0	0
2.3 CCP DRAFTING/							
EVALUATION	15	2	2	0	0	0	0
2.4 20 MAJOR PROJECT							
REPORTS	25	20	5	200	50	25	0
TOTALS:	55	44	35	240	146	75	3,000

(TOTAL COST: \$3,461)

#### C. OTHER PROJECTS/ACTIVITIES:

3.1. SUPPORT FOR 5 U.S. &							
4 FOREIGN TRADE PROM.							
EVENTS	25	10	20	50	50	200	0
3.2 MARKET RESEARCH							
SUPERVISION	2	1	0	0	0	0	0
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PAGE 03 QUITO 02053 251817Z

3.3 POST-CONDUCTED MARKET							
SURVEYS	20	30	5	75	0	50	20
3.4 PRODUCT THEME							
RECOMMENDATIONS	4	5	2	20	0	30	0
3.5 ANNUAL BEST-PROSPECTS							
REPORT	1	3	1	0	0	10	0
3.6 ANNUAL CONSUMER GOODS							
REPORT	1	2	1	10	0	10	0

3.7 TRADE POLICY	33	0	0	0	25	0	0
3.8 FOREIGN BUYERS							
PROGRAM	20	10	4	150	100	50	0
3.9 EXCON	1	0	0	25	0	0	0
3.10 9 CERP REPORTS	60	5	5	50	20	10	0
3.11 CERP ALERT	100	1	1	0	0	0	0
3.12 INVEST. PROTECTION							
& PROMOTION	50	7	2	25	150	20	0
3.13 PROGRAM MNGT							
(OTHER THAN CCP)	120	2	90	170	0	0	0
3.14 BUSINESS SERVICES	200	170	275	0	0	250	0
(INCL. PROJ. 2,240							
BUS. VISITORS)							
3.15 MONITORING							
PUBLICATIONS	50	20	0	0	0	0	0
3.16 COMMERCIAL NEWSLETTER	18	25	20	0	0	875	0
3.17 EXIM BANK	9	8	2	25	0	0	0
3.18 280 WTDR	18	105	16	50	0	50	3,360
(CONTRACT)							
3.19 36 A/DS	2	15	10	0	0	25	0
3.20 FTI (340)	2	8	5	0	0	10	0
3.21 MAJOR PROJECTS:							
SUPPORT TO BIDDERS	15	16	2	50	50	0	0
3.22 150 TRADE OPS							
(PTO, FGT)	40	40	12	200	100	25	0
3.23 OFFICIAL VISITORS	25	10	2	0	100	0	0
3.24 OTHER ECONOMIC	209	0	20	-	-	-	-
3.25 NON-ECONOMIC/							
COMMERCIAL	60	0	10	-	-	-	-

TOTALS OF SUBSECT. C: 1,085 491 680 1,000 595 1,615 3,380

TOTAL OTHER ACTIVITIES 205 154 175 495 1,396 1,335 3,000  
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PAGE 04 QUITO 02053 251817Z

TOTAL RESOURCES UTILIZED 1,290 645 855 1,495 1,991 2,950 6,380

TOTAL RESOURCES AVAILABLE 1,290 645 430 - - - -

(TOTAL DIRECT COST: \$12,816)

3. COMMENTS: A. OF SIX ECON-COMMERCIAL OFFICERS AT BOTH POSTS, 2 1/2  
DEVOTE MOST TIME TO ECONOMIC AFFAIRS, LEAVING REMAINING 3 1/2  
OFFICERS  
WITH MAXIMUM OF 752 HOURS FOR COMMERCIAL WORK. B. ABOVE FIGURES FOR  
PROJECTED FSL (C) REQUIREMENTS DO NOT INCLUDE MUCH WORK OF GENERAL  
NATURE SUCH AS FILING, MAINTAINING T & A RECORDS AND ORDERING  
SUPPLIES,  
AND ARE THEREFORE NECESSARILY LOW. BOTH POSTS NEED TO EMPLOY PRESENT

TEMPORARY SECRETARIES ON PERMANENT BASIS WELL BEFORE FY 77. C. ITEM  
A.1.6 ASSUMES U.S. PAVILION WOULD HAVE ADDITIONAL PERSONNEL AND  
FINANCIAL SUPPORT FROM COMMERCE. D. FINALLY, ABOVE FIGURES SUPERSEDE  
THOSE GIVEN IN REFTEL A.  
BREWSTER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 25 MAR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750104-0279  
**From:** QUITO  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750318/aaaaapsm.tel  
**Line Count:** 174  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 4  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE A-9016, 75 QUITO 1831, 75 STATE 063464  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** buchant0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 18 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <18 JUN 2003 by maginmm>; APPROVED <26 FEB 2004 by buchant0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** DRAFT FY 77 COUNTRY COMMERCIAL PROGRAM: SUMMARY OF RESOURCE ALLOCATION  
**TAGS:** BEXP, EC  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006